



ED HATCH

Powerful Sessions from One of Real Estate's Most Respected Presenters

CRS, GRI • president of Ed Hatch Seminars, Inc. • Has spoken to over 100 audiences every year since 1990 • Featured speaker at the last 28 consecutive NAR Conventions • Featured speaker at 10 CRS Sell-a-brations • Coach for Pro Growth Solutions Unlimited • Spoken throughout the U.S., the United Kingdom, Europe, Canada, New Zealand, Africa, South America, Singapore, Scandinavia, and Malaysia • Provided expert negotiating training to attorney organizations, Social Security Administration employees, and real estate professionals throughout the U.S. and the World • [PAST CLIENTS](#)

"Ed certainly cast his own spell of irresistibility on an audience of enthralled . . . as much by his charisma as his professional knowledge." - June Warner, *The Estate Agent, Magazine of the National Association of Estate Agents, United Kingdom*

"I have heard nothing but rave review and superlatives regarding your presentation. It was clear, concise, and easy to understand. You presented material that is critical to REALTORS® success." - Sharon Kersh, *Exec. VP, Greater Providence Board of REALTORS®, RI*

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SESSION TITLES

- Times Are A-Changin': Are You Ready, Willing, Able? **KEYNOTE**
- Time Flies ... Learn to Be the Pilot **KEYNOTE**
- The Art of Instruction: Unique, Compelling & Valuable **INSTRUCTOR DEV WORKSHOP**
- Leadership: Winning Others Over vs. Winning Over Others
- 3 Key Success Strategies: Time Management - Delegation – Balance
- 3 More Key Success Strategies: Proactive, Purposeful, Profitable Lead Generation
- 3 Bonus Key Success Strategies: Planning & Budgeting for Profit
- Negotiating Edge: A 5-Step Blueprint for Success!
- Negotiating Edge: Say "No" & Still Get Paid
- Negotiating Edge: Often Overlooked 1st Steps!
- Negotiating Edge: Getting Past "No"
- Negotiating Edge: Gaining Clients' Trust & Loyalty
- Negotiating Edge: Mastering the Language of Persuasion
- Negotiating Edge: The Power of Sincere Listening
- Mind Your Own Business: Designing a Personal Business Plan
- Mind Your Own Business: A Winning Hearts & Minds Marketing Approach
- The Little Extras in EXTRAordinary Client Service
- EXTRAordinary Client Service: During the Transaction
- EXTRAordinary Client Service: Beyond the Transaction
- Exclusively by Referral: The PROgram



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"Your sessions for our agents were thought-provoking, fun, and worth every minute."
- Barry Anderson, Executive Director, Nationwide Real Estate, Ltd., New Zealand

SOME THOUGHTS FROM ED REGARDING NEGOTIATION

"All things being equal people would prefer to work with someone who they know, like, and trust. All things not being equal and people would still prefer to work with someone who they know, like, and trust."

"The most common mistake in negotiating is to try to give advice to someone who is not receptive: Your words will only fall on deaf ears and/or be misconstrued."

"People are influenced more by that which they discover on their own, the job of a leader is to guide that discovery."

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